



Eastern **SHORE** Communications, LLC  
 P.O. Box 615  
 Cape Charles VA 23310  
 (757) 695.2080  
 SPIN: **143036101**

**Letter – Expression of Interest VIA ECFS**

March 3, 2014

Chairman Thomas Wheeler  
 Commissioner Mignon Clyburn  
 Commissioner Jessica Rosenworcel  
 Commissioner Ajit Pai  
 Commissioner Michael O’Rielly  
 Jonathan Chambers  
 Federal Communications Commission  
 445 12<sup>th</sup> Street, SW  
 Washington DC, DC 20024

**Re; Expression of Interest – Rural Broadband Trials  
 Connect America Fund, WC Docket No. 10-90**

Dear Chairman Wheeler, Commissioners and Mr. Chambers,

This letter is to express the interest of Eastern Shore Communications to participate in the Rural Broadband Trials announced at the January 30<sup>th</sup> FCC Open Meeting. We already have several projects underway delivering high speed broadband services to the Delmarva Peninsula and would use the funds to both expand and accelerate delivery of this critical service to rural residential and business owners.

**Background**

Eastern Shore Communication is a non-regulated rural telecommunications provider servicing Virginia’s Hampton Roads and Eastern Shore and Worcester County Maryland. Eastern Shore Communications is located in Cape Charles, Virginia we provide both Fixed Wireless and Fiber based internet services.

The proposed service area includes the following census blocks

| State | County | Name     | Tract ID    | Eligible High Cost | Extremely High Cost | Annual Support |
|-------|--------|----------|-------------|--------------------|---------------------|----------------|
| VA    | 51001  | Accomack | 51001090200 | 226                | 8                   | 141224         |
| VA    | 51001  | Accomack | 51001090300 | 194                | 1                   | 88040.59       |
| VA    | 51001  | Accomack | 51001090400 | 77                 | 3                   | 148552         |
| VA    | 51001  | Accomack | 51001090500 | 83                 | 2                   | 49148.63       |
| VA    | 51001  | Accomack | 51001090600 | 62                 | 4                   | 100118.9       |
| VA    | 51001  | Accomack | 51001090700 | 84                 | 5                   | 183548         |
| VA    | 51001  | Accomack | 51001090800 | 82                 | 3                   | 104267.8       |
| VA    | 51001  | Accomack | 51001980100 | 2                  | 1                   | 2595.36        |

|    |       |             |             |     |    |          |
|----|-------|-------------|-------------|-----|----|----------|
| VA | 51001 | Accomack    | 51001980200 | 4   | 0  | 1007.71  |
| VA | 51131 | Northampton | 51131930100 | 96  | 2  | 121119.3 |
| VA | 51131 | Northampton | 51131930200 | 156 | 6  | 243288.9 |
| VA | 51131 | Northampton | 51131930300 | 80  | 6  | 149882.6 |
| MD | 24047 | Worcester   | 24047950400 | 7   | 0  | 1322.6   |
| MD | 24047 | Worcester   | 24047950700 | 2   | 0  | 279.07   |
| MD | 24047 | Worcester   | 24047950800 | 218 | 3  | 89626.08 |
| MD | 24047 | Worcester   | 24047950900 | 29  | 1  | 9341.09  |
| MD | 24047 | Worcester   | 24047951000 | 7   | 0  | 3566.3   |
| MD | 24047 | Worcester   | 24047951100 | 6   | 0  | 704.78   |
| MD | 24047 | Worcester   | 24047951200 | 418 | 16 | 192545.5 |
| MD | 24047 | Worcester   | 24047951300 | 7   | 0  | 1173.35  |
| MD | 24047 | Worcester   | 24047951400 | 566 | 37 | 202632.7 |
| MD | 24047 | Worcester   | 24047951500 | 43  | 3  | 20967.6  |
| MD | 24047 | Worcester   | 24047951700 | 15  | 2  | 5904.33  |

Eastern Shore Communications proposes offering voice and internet service via fiber-to-the-home and fixed wireless technologies. Home and businesses in the proposed service areas would be connected to the existing central office data center switching and network access facilities located in Cape Charles VA. Any video services would be delivered as broadband enabled “over the top” offerings.

Proposed services include:

#### VOICE

- Voice over IP (VOIP)
- Local Calling Area
- Long Distance Services
- Operator Services
- Information Services (411)
- Voice Mail Services

Unlimited local and long distance service plans begin at just \$14.95 a month. A Voice services bundle will be offered at approximately \$50 per month.

#### INTERNET (up/down)

- 1M/3M
- 2M/5M
- 3M/10M
- 10M/15M
- 15M/25M
- 25M/50M

Internet service at 1M/3M will be offered at \$45.95 per month

Project will interconnect with the Eastern Shore of Virginia Broadband Authorities backbone network. This saves substantial money and time negating the need to overbuild the existing infrastructure. The ESVBA has a backbone that traverses both Northampton and Accomack Counties from the Southern-most tip to the Chincoteague Island in the north. Eastern Shore Communications already has fiber drops ready to build-out in every incorporated town and several non-incorporated communities. In Worcester County Eastern Shore Communications interconnects with Maryland Broadband Authority, a non-for-profit cooperation and has a several fiber connections in Pocomoke City Maryland.

We expect to work closely with the boards of supervisors in the proposed service areas to obtain access to rights of way and accelerated permitting.

This project will require approximately 98 miles of fiber, interconnected with incumbent backbone networks, of buried and aerial fiber optic cable, plus drops. Based on recent experience with this type of construction (2012-2013), the cost of this construction is estimated at \$26,000 per mile for a total of \$2,548,000. This project will reach approximately 978 unserved or underserved subscribers. This proposal would require one-time funding. A high-level estimate of the amount of funding of funding requested is \$2,793,000.

The work can be completed within 24 months of approval of funding, with several projects shovel ready today.

Details of the proposed project are attached to this letter for additional information and clarification. If you have any questions, or would like additional information, please call me at (757) 695-8080.

Respectfully submitted,



Ronald van Geijn  
President  
Eastern Shore Communications, LLC

Attachment

*The nature of the submitting entity or entities (e.g. incumbent LEC, municipality, utility, cable operator, wireless provider).*

Eastern Shore Communications is a non-regulated telecommunications provider. Eastern Shore Communications is located at 23120 Lankford Hwy, PO Box 615 Cape Charles VA 23310. Telephone: (757) 695-2080.

*Identification of the proposed service area for the experiment, including census block number, with any relevant information regarding the number of locations that could be served, including schools, libraries and other anchor institutions.*

The proposed service areas are located in the below identified Census Tract IDs. The Census Tracts are identified by the FCC as having 2,464 Eligible Locations and 103 Extremely High Cost locations, as shown in the table below.

| State | County | Name        | Tract ID    | Eligible High Cost | Extremely High Cost | Annual Support |
|-------|--------|-------------|-------------|--------------------|---------------------|----------------|
| VA    | 51001  | Accomack    | 51001090200 | 226                | 8                   | 141224         |
| VA    | 51001  | Accomack    | 51001090300 | 194                | 1                   | 88040.59       |
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| VA    | 51131  | Northampton | 51131930200 | 156                | 6                   | 243288.9       |
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| MD    | 24047  | Worcester   | 24047951400 | 566                | 37                  | 202632.7       |
| MD    | 24047  | Worcester   | 24047951500 | 43                 | 3                   | 20967.6        |
| MD    | 24047  | Worcester   | 24047951700 | 15                 | 2                   | 5904.33        |

After reviewing the FCC's CAF Phase II – CAMv4.0 Illustrative Map, Eastern Shore Communications has identified 1,100 homes it can serve in areas currently not served by a competitor. Eastern Shore Communications has strong municipal ties with the three counties: Northampton, Accomack and Worcester Counties. We have currently fixed wireless equipment installed in most municipalities in Northampton and Accomack Counties as well as Pocomoke City in Worcester County Maryland.

There are several libraries, schools (K-12, College and private schools) and rural healthcare facilities in the proposed project area.

*Contemplated service offerings (e.g. description of voice service, broadband speed tiers, nature of video service, if any) and pricing of such offerings*

Eastern Shore Communications proposes offering voice and internet service via Fiber-to-the-Home (FTTH) technologies. Homes and business in the proposed service area would be connected to the existing central office switching network access facilities located in Cape Charles, Virginia. Any video services would be delivered as broadband enabled “over-the-top” offerings.

#### VOICE

Voice over IP (VOIP)  
Local Calling Area  
Long Distance Services  
Operator Services  
Information Services (411)  
Voice Mail Services

Unlimited local and long distance service plans begin at just \$14.95 a month. A Voice services bundle will be offered at approximately \$50 per month.

#### INTERNET (up/down)

1M/3M  
2M/5M  
3M/10M  
10M/15M  
15M/25M  
25M/50M

Internet service at 1M/3M will be offered at \$45.95 per month

*If known, expected State and/or local or Tribal governmental participation in and/or support for the project (e.g. expedited permitting, access to rights of way, matching funds, etc.)*

Project will interconnect with the Eastern Shore of Virginia Broadband Authorities backbone network. This saves substantial money and time negating the need to overbuild the existing infrastructure. The ESVBA has a backbone that traverses both Northampton and Accomack Counties from the Southern-most tip to the Chincoteague Island in the north. Eastern Shore Communications already has fiber drops ready to build-out in every incorporated town and several non-incorporated communities. In Worcester County Eastern Shore Communications interconnects with Maryland Broadband Authority, a non-for-profit cooperation and has a several fiber connections in Pocomoke City Maryland.

We expect to work closely with the boards of supervisors in the proposed service areas to obtain access to rights of way and accelerated permitting.

*Whether the proposal is expected to require one-time or continuing funding and a high-level estimate of the amount of funding requested*

This project will require approximately 98 miles of fiber, interconnected with incumbent backbone networks, of buried and aerial fiber optic cable, plus drops. Based on recent experience with this type of construction (2012-2013), the cost of this construction is estimated at \$26,000 per mile for a total of \$2,548,000. This project will reach approximately 978 unserved or underserved subscribers. This proposal would require one-time funding. A high-level estimate of the amount of funding of funding requested is \$2,793,000.

Eastern Shore Communications proposes to take a phased approach, extending it's fixed wireless coverage while building the FTTH backbone. This provides, in our opinion the fastest path to broadband to the approximately 978 unserved or underserved subscribers. Once the fiber-to-the-home has been installed the fixed wireless infrastructure can be repurposed to service the extremely high-cost subscribers.

Figure 1: FCC CAF Phase II – Illustrative Map v4.0 for proposed Project Area

Figure 2: Worcester County Maryland

Figure 3: Accomack County Virginia

Figure 4: Northampton County Virginia

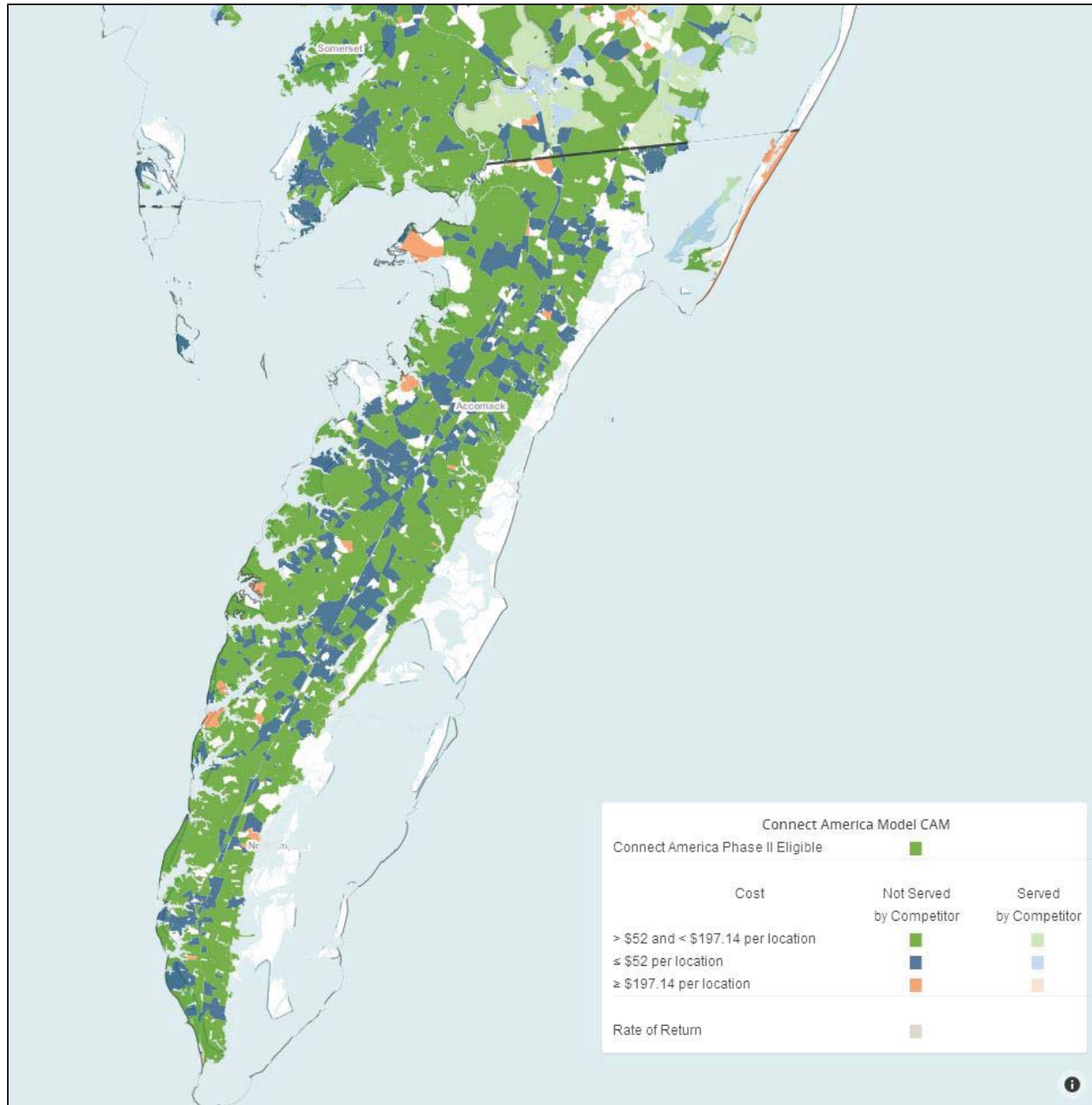


Figure 1



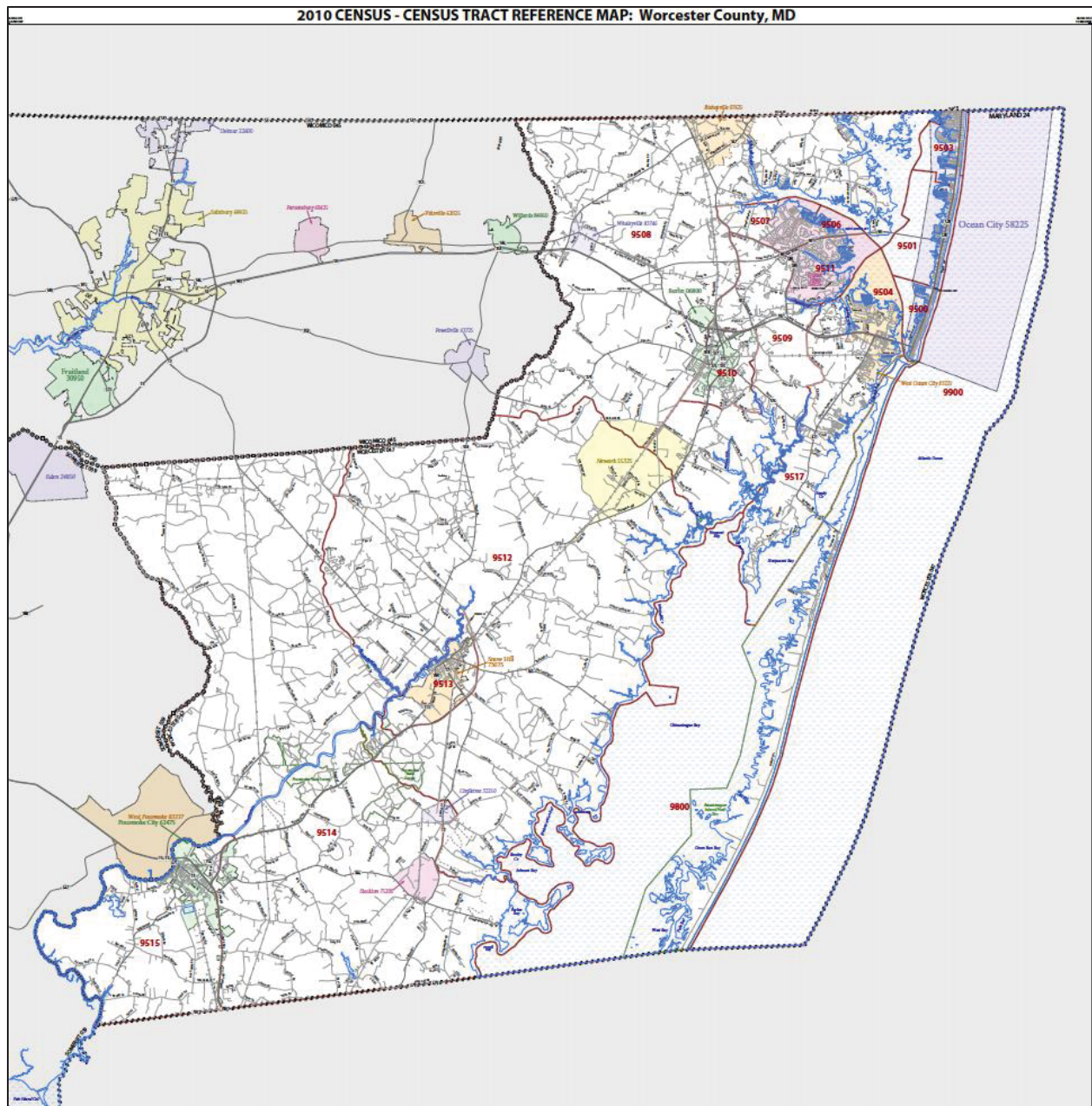


Figure 2



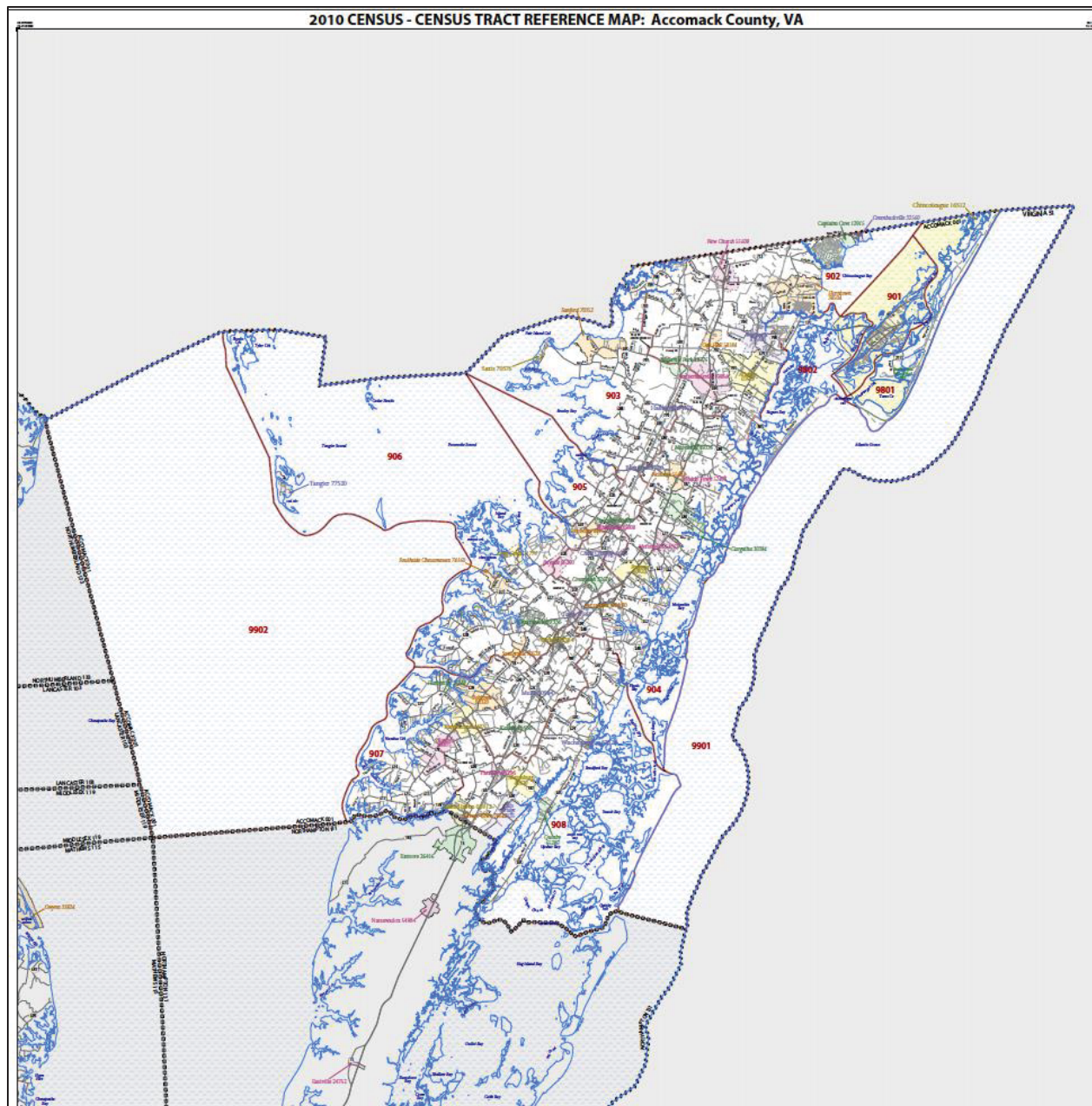


Figure 3

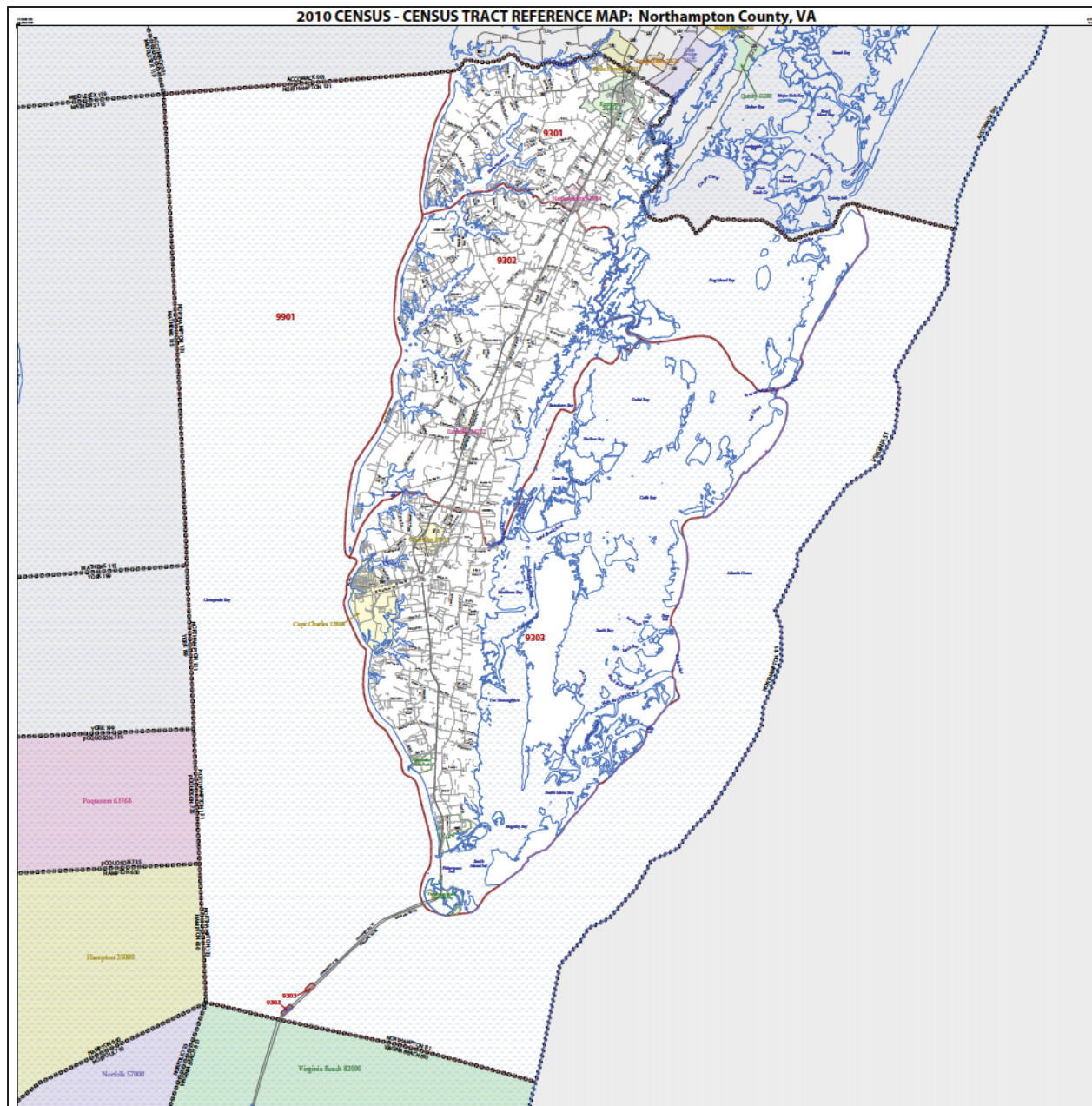


Figure 4